

Fiscal Year 2019



Report to the General Assembly
July 1, 2018 - December 31, 2018



Department of Economic Development



The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program ([Missouri Works Summary Page 4](#)).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to insure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to RSMo 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit ([Pages 5 - 9](#));
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized ([Pages 5 - 9](#));
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized ([Pages 5 - 9](#));
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included ([Pages 5 - 9](#)); and
5. The Department’s response time for each request for a proposed benefit award under this program ([Page 10](#)).

Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for an existing MO Business)	None	Project Facility must be located in an Enhanced Enterprise Zone
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for an existing MO Business)	None	Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for an existing MO Business)	An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 120 Works	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 140 Works	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out-of-state.

Missouri Works Report for Legislators

Total Authorized From 7/01/2018 To 12/31/2018

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
Missouri Works - Mega 140 Works									
IMODULES SOFTWARE, INC.	Approved	Statutory		\$ 1,790,836.00	\$2,102,286.00	120	\$3,605,997.00		
THE BOEING COMPANY	Approved	Statutory		\$ 7,151,991.00	\$ 11,321,787.00	400	\$30,000,000.00		
RGA ENTERPRISE SERVICES COMPANY	Approved	Statutory		\$2,543,914.00	\$2,986,334.00	150	\$92,365,450.00		
Total Mega 140 Works				\$ 11,486,741.00	\$16,410,407.00	670	\$125,971,447.00		
Missouri Works - Rural Works									
AEE INC. DBA EMERYS PROCESSING	Approved	Statutory		\$0.00	\$89,834.00	23	\$100,000.00		
INTEK CORPORATION	Approved	Statutory		\$0.00	\$28,638.00	6	\$232,000.00		
Total Rural Works				\$0.00	\$118,472.00	29	\$332,000.00		
Missouri Works - Statewide Works									
ERVIN CABLE CONSTRUCTION, LLC	Approved	Statutory		\$0.00	\$578,568.00	74	\$411,665.00		
GLASS LEWIS & CO. LLC	Approved	Statutory		\$0.00	\$320,771.00	51	\$1,750,000.00		
GROVE COLLABORATIVE, INC.	Approved	Statutory		\$1,192,061.00	\$0.00	210	\$3,708,500.00		
HLK, LLC	Approved	Statutory		\$0.00	\$2,107,190.00	130	\$10,500,000.00		
JACOBSMEYER CONSTRUCTION COMPANY, LLC	Approved	Statutory		\$0.00	\$182,349.00	13	\$0.00		
MODERN LITHO - KANSAS CITY, LLC	Approved	Statutory		\$0.00	\$419,161.00	42	\$1,000,000.00		
QUAKER WINDOW PRODUCTS CO.	Approved	Discretionary		\$3,411,025.00	\$0.00	290	\$65,330,000.00	1.43	\$113,950,000.00
THRASHER-KC, INC.	Approved	Statutory		\$0.00	\$103,682.00	50	\$250,000.00		
TRIAD, INC.	Approved	Statutory		\$0.00	\$313,017.00	45	\$3,675,000.00		
SUN SOLAR, LLC	Approved	Statutory		\$0.00	\$434,009.00	100	\$4,453,750.00		
CANTEX, INC.	Approved	Statutory		\$0.00	\$407,668.00	60	\$1,750,000.00		
STAHL SPECIALTY COMPANY	Approved	Statutory		\$0.00	\$521,898.00	64	\$14,500,000.00		
THERMAVANT TECHNOLOGIES, LLC	Approved	Statutory		\$0.00	\$82,868.00	10	\$952,410.00		
CONTINENTAL DISC CORPORATION	Approved	Statutory		\$0.00	\$363,147.00	49	\$11,493,000.00		

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 12/31/2018

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
MITEK USA, INC.	Approved	Statutory		\$0.00	\$191,100.00	23	\$1,120,200.00		
DRS SUSTAINMENT SYSTEMS INC.	Approved	Statutory		\$0.00	\$242,125.00	20	\$7,550,000.00		
LEGGETT & PLATT, INCORPORATED	Approved	Statutory		\$0.00	\$242,417.00	35	\$10,000,000.00		
GLMV ARCHITECTURE, INC.	Approved	Statutory		\$0.00	\$441,807.00	52	\$1,868,760.00		
ODIMO LLC	Approved	Statutory		\$0.00	\$54,153.00	10	\$115,000.00		
DRS SUSTAINMENT SYSTEMS INC.	Approved	Statutory		\$0.00	\$230,604.00	12	\$19,100,000.00		
LUZCO TECHNOLOGIES, LLC	Approved	Statutory		\$0.00	\$160,147.00	10	\$798,000.00		
MCCLURE ENGINEERING COMPANY	Approved	Statutory		\$0.00	\$338,572.00	24	\$1,787,536.00		
ENVISION, LLC	Approved	Statutory		\$0.00	\$1,571,534.00	147	\$140,000.00		
BRETTON WOODS GROUP, INC.	Approved	Statutory		\$0.00	\$719,215.00	53	\$1,000,000.00		
EXEGY, INC	Approved	Statutory		\$0.00	\$499,942.00	30	\$5,400,000.00		
K12 ITC, INC.	Approved	Discretionary		\$63,135.00	\$208,977.00	23	\$11,500,000.00	5.42	\$116,106,000.00
VALOREM LLC	Approved	Statutory		\$0.00	\$1,154,775.00	100	\$3,902,500.00		
SWIPESUM, INC.	Approved	Statutory		\$1,348,605.00	\$0.00	80	\$356,500.00		
CURATE, LLC FKA LOGOS IDENTITY LLC	Approved	Statutory		\$0.00	\$74,301.00	10	\$0.00		
KWS GATEWAY RESEARCH CENTER, LLC	Approved	Discretionary		\$122,056.00	\$169,621.00	10	\$17,200,000.00	2.39	\$110,168,000.00
MORANI FOODS, LLC DBA SAVE-A-LOT, LTD.	Approved	Discretionary		\$619,949.00	\$555,310.00	24	\$20,400,000.00	5.39	\$269,696,000.00
Total Statewide Works				\$6,756,831.00	\$12,688,928.00	1,851	\$222,012,821.00	Avg: 3.66	\$609,920,000.00
Missouri Works - Zone Works									
O'REILLY HOSPITALITY MANAGEMENT, LLC	Approved	Statutory		\$0.00	\$59,362.00	10	\$14,736,890.00		
PRESTON REFRIGERATION CO., INC.	Approved	Statutory		\$0.00	\$1,335,737.00	102	\$6,000,000.00		
SMITH SEED SERVICES, LLC	Approved	Statutory		\$0.00	\$90,943.00	38	\$24,500,000.00		
SENSIENT COLORS LLC	Approved	Statutory		\$0.00	\$201,315.00	36	\$5,300,000.00		
FLUID POWER SUPPORT, LLC	Approved	Statutory		\$0.00	\$30,898.00	12	\$349,000.00		

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 12/31/2018

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
CNH REMAN, LLC	Approved	Statutory		\$0.00	\$538,283.00	149	\$17,890,000.00		
ROMA GROCERY CO.	Approved	Statutory		\$0.00	\$47,613.00	7	\$100,000.00		
RUSSELL CELLULAR INC.	Approved	Statutory		\$0.00	\$685,447.00	135	\$9,000,000.00		
PDC LABORATORIES, INC.	Approved	Statutory		\$0.00	\$146,773.00	22	\$8,164,183.00		
PORTER TELEO LLC	Approved	Statutory		\$0.00	\$21,244.00	4	\$1,100,000.00		
MRIGLOBAL	Approved	Statutory		\$0.00	\$831,991.00	53	\$4,500,000.00		
Total Zone Works				\$0.00	\$3,989,606.00	568	\$91,640,073.00	Avg: 3.66	\$609,920,000.00
Total Quarter Ending 7/01/2018 - 12/31/2018				\$18,243,572.00	\$33,207,413.00	3,118	\$439,956,341.00	Avg: 3.66	\$609,920,000.00

Data has been updated from previous quarter(s) to reflect any changes in authorized projects and to add the most recent quarter's authorizations. Changes to authorized projects may mean that a project has been disqualified or withdrawn or amounts may change.

- If a status changes, those projects are no longer included in the list.
- If the amount changes, those updates are reflected in the most recent report.

Missouri Works Report for Legislators *Closed projects as of 12/31/2018*

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized	Total Benefits Received	New Jobs (Projected)	
Missouri Works - Mega 120 Works								
SUNGEVITY, INC.	Closed	Statutory			\$3,296,495.00	\$119,717.79	180	
Total Mega 120 Works					\$3,296,495.00	\$119,717.79	180	
Missouri Works - Mega 140 Works								
SEDGWICK, LLP	Closed	Statutory			\$2,845,023.00	\$948,072.72	125	
Total Mega 140 Works					\$2,845,023.00	\$948,072.72	125	
Missouri Works - Retention Works								
BERNSTEIN-REIN ADVERTISING, INC.	Closed	Discretionary	121	89	\$1,007,741.00	\$319,753.50		
FORREST T. JONES & COMPANY, INC.	Closed	Discretionary	215	214	1,666,731	1,666,279		
GEORGE K. BAUM HOLDINGS, INC.	Closed	Discretionary	61	60	\$1,295,366.00	\$1,295,366.00		
RSM US LLP FKA MCGLADREY LLP	Closed	Discretionary	133	128	\$1,286,050.00	\$1,230,553.00		
Total Retention Works			530	491	\$5,255,888.00	\$4,511,951.10		
Missouri Works - Rural Works								
HANDI-CRAFT COMPANY	Closed	Statutory			\$28,927.00	\$5,066.00	5	
Total Rural Works					\$28,927.00	\$5,066.00	5	
Missouri Works - Statewide Works								
DIGITAL TALENT AGENTS, LLC DBA INFLUENCE & CO.	Closed	Statutory			\$76,534.00	\$6,793.00	22	
FIDELITY COMMUNICATIONS CO.	Closed	Statutory			\$357,006.00	\$68,238.12	37	
FISHER-ROSEMOUNT SYSTEMS, INC.	Closed	Discretionary			\$1,925,727.00	\$99,650.58	60	
HD SUPPLY INC*	Closed	Discretionary			\$146,450.00	\$270,319.00	30	
MEDICAL TRANSPORTATION MANAGEMENT, INC.	Closed	Statutory			\$165,348.64	\$161,458.00	30	
OIX, INC.	Closed	Discretionary			\$490,840.00	\$0.00	50	
PATTERSON MOLD & TOOL (PACE INDUSTRIES, INC. PATTERSON DIV)	Closed	Statutory			\$118,770.00	\$26,839.00	19	
Total Statewide Works					\$3,280,675.64	\$633,297.70	218	
Missouri Works - Zone Works								
QM POWER, INC.	Closed	Statutory			\$615,984.00	\$1,390.00	74	
RONNOCO COFFEE, LLC	Closed	Statutory			\$56,133.00	\$13,827.00	10	
SHAMROCK GROUP, LLC	Closed	Statutory			\$117,340.00	\$16,214.00	30	
STARLINE, INC.	Closed	Statutory			\$8,690.00	\$13,827.00	3	
THE SCOULAR COMPANY	Closed	Statutory			\$16,331.25	\$15,322.00	4	
WILBERT FUNERAL SERVICES, INC.	Closed	Statutory			\$17,136.64	\$1,979.00	3	
Total Zone Works					\$831,614.89	\$62,559.00	117	
Total Closed as of 12/31/18			530		\$15,339,807.00	\$6,101,905.31	645	

Data has been updated from previous quarter(s) to add the most recent quarter's closed projects. This table includes all closed projects since the beginning of the program.

* Company was bought out by Core & Main LP.

** Cost Benefit Analysis will be ran once the project is completed.

	New Jobs (Actual)	Anticipated Investment	Actual Investment	Net General Revenue Benefit Ratio (Authorized)	Value-Added/ GSP in \$ (Authorized)	Net General Revenue Benefit Ratio (Actual)	Value-Added/ GSP in \$ (Actual)
	173	\$4,600,000.00	\$0.00				
	173	\$4,600,000.00	\$0.00				
	100	\$4,649,631.00	\$0.00				
	100	\$4,649,631.00	\$0.00				
		\$8,891,575.00	\$16,568,425.08	2.31	\$549,000.00	3.53	\$0.00
		\$3,000,000.00	\$6,786,855.74	4.1	\$1,801,000.00	1.67	\$2,007,000.00
		\$6,300,000.00	\$7,456,991.93	1.01	\$61,000.00	1.19	\$66,000.00
		\$2,978,789.00	\$3,351,216.96	1.17	\$31,000.00	2.08	\$105,051,000.00
		\$21,170,364.00	\$34,163,489.71	Avg: 2.15	\$2,442,000.00	Avg: 2.12	\$107,124,000.00
	0	\$900,000	\$162,609.25				
	0	\$900,000.00	\$162,609.25				
	13	\$40,000.00	\$0.00				
	43	\$825,000.00	\$0.00				
	29	\$2,600,000.00	\$0.00	1.37	\$101,500,000.00	5.44	\$9,527,000.00
	48	\$5,350,000.00	\$0.00	4.95	\$143,533,000.00	**	**
	41	\$0.00	\$0.00				
	90	\$12,673,210.00	\$0.00	4.21	\$42,206,000.00	1.38	\$11,179,000.00
	15	\$4,400,000.00	\$0.00			6.82	
	279	\$25,888,210.00	\$0.00	Avg: 3.51	\$287,239,000.00	Avg: 3.41	\$20,706,000.00
	0	\$890,000.00	\$102,620.00				
	4	\$500,000.00	\$167,500.00				
	0	\$13,000,000.00	\$115,044.21				
	9	\$1,900,000.00	\$628,000.00				
	4	\$2,100,000.00	\$0.00				
	2	\$1,500,000.00	\$231,116.80				
	19	\$19,890,000.00	\$1,244,281.01				
	524	\$73,498,205.00	\$35,339,263.17	Avg: 2.73	\$289,681,000.00	Avg: 2.55	\$127,830,000.00

Proposal Assignment Tracking

(July 1, 2018 – December 31, 2018)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1806003	2	3	5
1806020	2	1	0
1807004	5	1	6
1807007	2	4	1
1807010	1	2	1
1808001	9	1	0
1808003	0	4	0
1808004	1	3	4
1808005	3	2	5
1808006	0	3	0
1808007	0	3	0
1808008	0	3	0
1808010	4	2	6
1809002	10	1	4
1809003	11	2	4
1809004	1	2	1
1809005	7	4	2
1809006	16	3	3
1809007	5	5	4
1809008	2	5	2
1809009	0	4	0
1809010	14	1	5
1809012	14	1	3
1810001	0	3	0
1810002	5	5	0
1810003	0	2	0
1810004	3	1	3
1810005	0	4	0
1810006	2	2	4
1810007	0	3	3
1810009	1	6	7
1810010	6	1	1
1810012	2	1	0
1810013	0	1	0
1811001	3	5	1
1811005	1	2	0
1811006	6	2	8
1811007	9	4	13
1811009	0	2	0
1811013	3	2	0
1812001	0	3	0
1812003	17	2	19
1812004	11	3	2
1812005	0	3	3
1812006	22	3	25
1812007	0	2	2
1812008	0	2	0
1812009	1	1	0
1812010	5	3	5
Average Response Time in Days			3.10

*Duplicate Project ID #'s indicate multiple requested proposals.

Notes:

*PIR = Date Completed Project Information Request is submitted to DED.

**RFP = Date Request for Proposal is submitted to Finance.

***Proposal = Date Proposal is completed and sent to Company.

****Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.

